

— PARTNER WITH PROBIZ

A Referral Partnership for *Business Brokers*

Helping your buyers get finance-ready, without slowing your deal down.



The single biggest thing that stalls a business sale after a price is agreed is the buyer's finance not being sorted — or not sorted with someone who understands acquisition finance. Probiz Finance works alongside you to keep buyers moving, vendors confident and your deal on track to settle.

— AT A GLANCE

The partnership in 30 seconds



Fast, focused

We move at your client's pace



You keep the client

We handle finance only



You're kept informed

Updates at key stages



No cost, no obligation

Nothing owed if they don't proceed

- 1 You flag the buyer →
- 2 We reach out within a business day →
- 3 We keep you updated →
- 4 Your buyer gets finance-ready

01 — WHY PARTNER WITH US

Why Partner With Probiz Finance

A finance partner who understands acquisition deals specifically.



Acquisition finance, not generic loans

Goodwill, stock, plant and equipment, vendor finance components — we structure finance around the real shape of a business sale.



A pre-qualified buyer is a more credible buyer

Arriving pre-qualified strengthens a buyer's offer and speeds up your path to an accepted contract.



Fast turnaround protects your timeline

Many applications are approved within 24–72 hours, so deals with a finance clause and a deadline don't sit and wait.



We stay in our lane

We handle the finance. We don't insert ourselves into your negotiation, your commission, or your vendor relationship.



No cost, no obligation

There's no cost to you for referring a buyer, and no pressure on them to proceed if it's not the right fit.



"Our job is the finance, full stop. You keep the relationship — we keep you in the loop."

Pooja Choudhary · Business Finance Specialist, Probiz Finance

You keep

The client relationship

We handle

The finance conversation

You hear

Updates at key stages

Nobody pays

If it doesn't proceed

02 — WHERE WE FIT

Signs a buyer needs us

Moments in a listing conversation that are really a finance question — the earlier they're picked up, the less likely they stall your deal.

WHAT YOU'RE HEARING

💬 "I still need to sort my finance"



Acquisition finance — ideally started before an offer

💬 "My bank knocked me back / is being slow"



50+ lenders, including those who understand acquisition deals

💬 "I want to move fast on this listing"



Fast pre-qualification so the offer is credible

💬 "There's stock, goodwill and equipment in the price"



Finance structured around the real shape of the deal

💬 "The vendor's offered to finance part of it"



Vendor finance structured alongside a standard facility

💬 "I want my SMSF to buy the premises too"



SMSF commercial property lending, run alongside



Timing matters

The earlier a buyer's finance conversation starts — ideally before they make an offer — the fewer surprises there are for everyone at settlement.

03 — THE PROCESS How referring works

- 1 **You flag the buyer**
A name, contact details, and which listing they're interested in.
- 2 **We reach out directly**
Usually within one business day — clear about who referred them, focused on getting them finance-ready.
- 3 **We keep you updated**
So you know where the buyer's finance sits when managing timelines with the vendor.
- 4 **You keep the deal**
Our job is the finance, full stop — not your negotiation or your commission.
- 5 **No cost, no obligation**
If it's not the right fit, we'll say so — a bad referral reflects on you.

04 — YOUR PART What we need from you

- ✓ **A warm introduction**
The buyer's name, contact details, and which listing or type of business.
- ✓ **Any timeline pressure (optional)**
An offer deadline or a vendor wanting a fast close helps us prioritise.
- ✓ **That's it**
We come back to you with updates — no chasing.

On referral rewards: Under our Referral Partner Agreement, you receive a \$250 gift card for each referred client whose loan settles. It's disclosed to your client upfront, so it's always transparent and consistent with your professional obligations.



Let's set up a proper introduction

A short, no-obligation call with Pooja about how a referral partnership could work alongside your listings.

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📅 **Book a 20-min chat**